

Message Text

CONFIDENTIAL

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56

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 COME-00 L-03 CIAE-00 INR-07

NSAE-00 TRSE-00 SS-15 OPIC-03 /046 W

----- 020063

R 240607Z DEC 75

FM AMEMBASSY ISLAMABAD

TO SECSTATE WASHDC 3384

INFO AMCONSUL KARACHI

AMCONSUL LAHORE

C O N F I D E N T I A L ISLAMABAD 11828

E.O. 11652: GDS

TAGS: BEXP, PK

SUBJECT: CHEMTEX

43*: ISLAMABAD 11521

BEGIN UNCLASSIFIED

SUMMARY: DESPITE FOUR MEETINGS AND CONVERSATIONS BETWEEN AMBASSADOR AND PRODUCTION MINISTER RAFI RAZA DURING PAST WEEK, IT APPEARS THE CHEMTEX HAS BEEN EDGED OUT BY ITS GERMAN/SWISS COMPETITION, LURGI/INVENTA. ON DECEMBER 22, RAFI RAZA INFORMED AMBASSADOR THAT HE WAS RECOMMENDING TO THE PM THAT LURGI BE GIVEN THE BUSINESS ON GROUNDS THAT CHEMTEX HAD NOT MET ITS GIVEN DEADLINES. CHEMTEX TEAM HAS SENT LETTER OF APPEAL TO PM AND IS LEAVING FOR HOME. END SUMMARY.

1. EMBASSY CAN ONLY FEEL ACUTE DISAPPOINTMENT AT THE PRESENT TURN OF EVENTS. THE CASE HAS CONSUMED HUNDREDS OF MAN-HOURS OF EMBASSY AND CONGEN KARACHI TIME. THE AMBASSADOR HAS MET OR TALKED WITH RAFI RAZA NUMEROUS TIMES AND ONCE WITH PM. THE CHEMTEX TEAM HAS VIRTUALLY CAMPED AT THE EMBASSY OVER THE LAST FIVE WEEKS, RECEIVED SECRETARIAL SUPPORT, AND OTHER ASSISTANCE.

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2. DURING MEETINGS WITH RAFI RAZA THIS PAST WEEK, THE MINISTER

SEEMED DETERMINED TO GO FOR LURGI. EACH TIME THE AMBASSADOR REBUTTED THE GIVEN (AND SEEMINGLY WEAK) REASONS FOR THE PLANNED ACTION BUT THIS ONLY APPEARS TO HAVE DELAYED THE MINISTER'S FINAL DECISION.

3. WE CONFESS TO BEING BAFFLED WHY RAFI RAZA HAS SEEMED SO INTENT ON FAVORING LURGI. IF WE CAN BELIEVE CHEMTEX (AND THEY HAVE BEEN VERY OPEN WITH US IN RECENT WEEKS), THE PAK NEGOTIATORS (AHMED AND CHAUDHRY) HAVE SINCE EARLY DECEMBER WANTED TO GO WITH CHEMTEX AND CLAIMED TO HAVE SO RECOMMENDED TO THE MINISTER. ALSO, BY THE END OF LAST WEEK, ALL OUTSTANDING ISSUES SEEM TO HAVE BEEN RESOLVED. RAFI RAZA'S REBUTTAL WAS THAT CHEMTEX TOOK JUST TOO LONG IN MEETING THE VARIOUS GOP DEADLINES, AND MOST RECENTLY THAT HE HAD TOLD THE GERMANS THAT IF CHEMTEX COULD NOT COME UP WITH AN ACCEPTABLE DUPONT CERTIFICATION (A LAST ISSUE) BY SIX PM DECEMBER 17, HE WOULD GIVE THEM THE BUSINESS. CHEMTEX (AND EMBASSY) CLAIMS NOT TO HAVE RECEIVED THIS SIX O'CLOCK DEADLINE, THAT IT WENT TO EXTRAORDINARY LENGTHS TO OBTAIN THE CERTIFICATION QUICKLY, WHICH WAS TELEXED FROM THE US TO THE GOP BY 9 PM THAT SAME DAY, AND THAT THE GOP NEGOTIATORS WERE AGREEABLE TO RECEIVING IT BY MORNING DECEMBER 18.
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4. THE CONDUCT OF THE MINISTER (AND EARLIER THAT OF THE KARACHI GOP NEGOTIATORS) SUGGEST THAT THERE MAY HAVE BEEN INFLUENCING FACTORS MORE ABOUT WHICH WE WILL NEVER KNOW.
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5. WE SAW TO IT THAT CHEMTEX'S LETTER WAS DELIVERED TO THE OFFICE OF THE PM.
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BYROADE

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NNN

Message Attributes

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